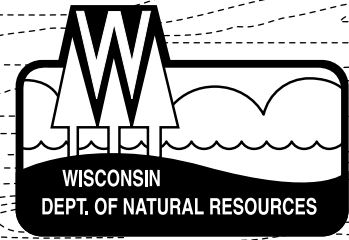


WISCONSIN WOOD

MARKETING BULLETIN



Published by Wisconsin Department of Natural Resources, Madison, WI 53711

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WOOD MARKETING BULLETIN

The Wisconsin DNR publishes the "Wisconsin Wood" marketing bulletin every three months. It serves the timber producing and wood using industries of Wisconsin by listing items: For sale - forest products, equipment and services, wanted - forest products, equipment and services; employment opportunities. There is no charge for the Bulletin or inserting items in it. Only items deemed appropriate to the timber producing and wood processing industries will be listed. Also the Bulletin will feature forest products utilization and marketing news, safety notes, coming events, new literature, tips to the industry, and listing or employment wanted or positions that are available.

If you know of someone who would like to be on the Bulletin mailing list, please ask them to send their name, address and zip code to the return address on the back page. Also, if you have items to list, send in the form or write a letter to the return address on the back page. Repeat listing of items requires a written request each time the item is to be repeated.

Published by Wisconsin Department of Natural Resources, Madison, WI 53711

NEW EXECUTIVER FOR WI MI TPA

By Gene Francisco
I am extremely honored to be your Executive Director and look forward to helping you bring your vision of professionalism and respect to the forest industry in Michigan and Wisconsin. While I talk with your President and members of your board on a regular basis, TPA membership has limited opportunity to hear what is going on except through the Logging Congress and your monthly publication "TPA". Therefore, I plan to have a short article in TPA each quarter focusing on state and national forestry issues that impact the logging industry and

ask you to feel free to call me at (608) 825-3964 if you have questions or want to make me aware of a pending issue.

I owe TPA a deep debt of gratitude for your support during my tenure as Wisconsin Chief State Forester. With your help and that of other forestry interest groups such as the Wisconsin County Forest Association, Lake States Lumber Association and the Wisconsin Professional Loggers Association we were able to make some significant changes in the direction forestry was heading in Wisconsin. I hope to repay part of that debt as your director.

For this edition I am including an excerpt from remarks I gave as Chief State Forester at the 1999 Spring Logger Conference in Hayward, Wisconsin. I believe it will give you some insight into my background and philosophy. A philosophy that I hope is shared by TPA membership. A full transcript of my remarks is available at the TPA office.

Good afternoon. It is truly a pleasure to be here today to offer my perspective on Wisconsin Forestry. I commend the Timber Producers Association for organizing this meeting and the excellent agenda they have for you. The large attendance here today and sponsorships say a lot

About the commitment Wisconsin's forest industry has to sustainable forestry in Wisconsin.

Today I would like to talk about the current condition of Wisconsin's forests, our forest economy, the social climate we are operating in and key forestry issues that will need our collective attention over the course of the next few years. But before I do that, I would like to share some of my philosophical beliefs with you so you have an idea where I am coming from as State Forester.

You heard a brief summary of my background. I would like to expand on that to give you a little more background on how I got into forestry and what helped shape my forestry ethic.

I graduated from high school in Crystal Falls, Michigan, a small Upper Peninsula town about 15 miles north of Florence, Wisconsin. I became interested in forestry while working for a logger in Crystal Falls during high school and college. I graduated from Michigan Technological University in 1968 and began my career as a forester for the Wisconsin DNR in 1969 at Mercer, Wisconsin.

I spent the first 22 years of my career as a field forester and forestry supervisor at a number of locations in central and northern Wisconsin.

The logging experience that I obtained in high school and college was fundamental to my work as a forester.

It became very evident to me early on that forestry is much more than growing trees.

Forestry is also understanding and dealing with people who own, revere and use those trees in their livelihood and recreational pursuits.

The time I spent working in the woods with lumberjacks listening to their stories, learning about their concerns, their independence and their respect for the forests had a profound impact on how I view forestry and life in general. I continue to draw on those experiences in my work today.

During the 22 years I worked in the field as a forester I had to opportunity to work on a variety of forestry activities, including forest fire control as well as state, county and private forest land management. I had the opportunity to revisit timber sales that I marked for the second rotational cut and work with landowners as they implemented long term forest stewardship plans.

The logging and forestry activities that I experienced during my career have shaped my beliefs in forestry that I intend to promote as State Forester. They are:

There is no substitute or alternative to good forest management and protection for maintaining healthy forests.

Forest management is compatible with and essential to providing the full spectrum of attributes from our forests like water quality, wildlife habitat, protection of habitat for threatened and endangered species as well as timber production.

Sound forestry can be obtained without strict forest practices legislation. We have a good track record in Wisconsin to prove that.

We (all of us in the forestry community) can insure sustainable forests into the future if we work together to manage our forestland consistent with good science and involve the general public in our management decisions.

The general public has become disconnected from the forest and do not understand that our forests are the source of raw materials that are used to produce the paper and wood products they demand daily. The future of forestry in Wisconsin is dependent upon public support of sustainable forestry practices.

Source: *TPA*, January 2006

INDUSTRY OUTLOOK – THE STATE OF THE INDUSTRY Define the market, don't let the market define you By Dave Grubb

When Steve Ehle asked me to write on the state of the industry as an Op-Ed piece I said sure – I'd be happy to do some research, pull some statistics together and offer a few words of explanation from my perspective – but then I asked myself why would I do that – what real benefit would that serve?

You are all business people. You know how your particular segment of the industry is doing, the projections over the near term – and you certainly know how well your individual businesses are performing.

Knowing how your market segment is performing can be valuable – but do you accept what the market offers? Have you ever considered changing your business model to out-perform your market segment?

Before we get too far off topic, I will offer my opinion of the industry, and in a general way this applies to all segments of the secondary wood industry. The level of business ranges from improving to fantastic; there are plenty of reasons to be optimistic about the near future. There are also a few lessons to be learned and adjustments to be made.

Contract Furniture

The contract furniture industry as reported by BIFMA is expected to see a

12.4 percent increase in production this year and 7 percent next year. As I read the quarterly financial reports of most companies in this segment, I see those encouraging numbers repeated. Good news, of course, but to bring it into reality at a total projected production value of \$10.05 billion for 2005, that is the same level as 1996, and more than 30 percent below 2000 levels.

There are some very poignant messages here, and it seems not all in this segment “get the message.”

No matter what you produce, it has to be responsive to a market. No matter how deep the discounts, how all inclusive the warranty, how many colors are offered – a diminished market will result in diminished sales. In short, you can't buy a customer with gimmicks for a product they don't need or want.

There are a number of companies in this segment that do “get the message” from the market and have the insight and flexibility to quickly shift product offerings to respond to the needs of a changed market, and it is these companies that are doing well. Many of these are smaller more agile companies.

The RTA industry is suffering a bit from aggressive competition and excess capacity, both domestic and off-shore, but the leaders demonstrate an excellent understanding of the need to adjust their product offerings to suit customer needs. Some of the RTA companies have expanded their product scope into markets they have not previously pursued, and it is that kind of market savvy, flexibility and quick response that will ensure their continued health.

Store fixtures seem to be continuing a recovery that has been occurring for the last few years. There will be increased pricing pressures for those that incorporate high relative values of metals and plastics in their products because of upward pricing pressure on these commodities. The material cost increases could result in fewer units purchased. This cost shift also offers a potential advantage to those that can bring value engineering to the table.

Millwork seems regionally steady to strong and should continue on that course for the near term.

The big success story continues to be the segments of the industry that serve the housing market. The entire market of both new home construction and remodeling continues to set volume records. Not only do we see new records set in the number of housing units built and remodeled, we see

increased numbers of kitchen and bath cabinets and wood components being utilized on a per housing unit basis.

The remodeling market has been invigorated by low interest rates and high rates of appreciation of existing units which combine to encourage higher value remodeling projects. The result is more money spent on cabinets and components both on a per piece basis and an increase in pieces per job.

The national obsession to “organize” has been an added boost for cabinet applications beyond the normal kitchen and bath as well as the booming closet market. Some companies in the “traditional” RTA industry have not missed the opportunity to capitalize on this “drive to organize” as well and have extended product offerings outside of the home to the garage.

Obviously, this is all wonderful news for the segments of the industry that serve the housing market, but at the same time a source of concern to me.

I have watched this cycle of good times/bad times happen over and over – without exception the same events unfold with each cycle. When markets are strong and margins healthy, management's focus tends to be distracted. Lost is the sharpness, the focus on cost and efficiency, the primary thrust of management efforts are refocused, and productivity suffers.

Companies also tend to “wed” their market – a very dangerous thing to do.

Success has been achieved in the current business plan, and when that success begins to wane, we are often slow in reevaluating and redirecting our businesses into new markets and products. We tend to be reactive in our management approaches and we “mirror” our market – we allow the market to set the pace and tone of our businesses.

Why? I'll suggest an answer to that question. Take a widget manufacturer. They make widgets; they see themselves as widget manufacturers – I suggest they are manufacturers that happen to make widgets – a distinctly different posture. In the first scenario, they follow the market; in the second, they look for another market, another widget.

During both up and down markets, extract as much as possible from your existing market through business practices that differentiate you from your competition – and that does not necessarily mean lower prices. Reduced lead times, product flexibility and value-added services are all ways of setting yourself

above your competition and more valuable to your customers.

“Mine” new markets with new products and services. Step out of the box. Consider pursuing higher margin markets rather than increasing your market share in low margin markets. Unless you can produce a common widget for less than anyone else, why pour your efforts into that widget – make a different widget and avoid fighting for the same low margin dollars.

Today, we have in North America many companies that I would place in the “best of class” category. Twenty years ago we looked to Europe for these companies, but much has changed over that time and we no longer have to feel like second-class cousins. To a large degree we have gained this position through integration of information systems and higher utilization of manufacturing resources. These same qualities will continue to keep us healthy as long as we improve on a continuous basis.

To some degree, all segments of our business face the threat of off-shore competition.

Understand the advantages you enjoy in the market as a domestic supplier and leverage those advantages to their maximum. If you are in a segment of the industry that does not offer the opportunity to differentiate yourself – look for another market segment. One thing is clear: We cannot successfully compete in a commodity market where price is the only “game.”

Don’t let the current markets that you may be enjoying divert your focus from the need to continuously reevaluate, diversify, improve and change. Use this period wisely to position yourself for softer markets that are sure to come. Source: *Wood Digest*, November 2005.

VIET NAM EARNS \$712 MILLION FROM WOOD PRODUCT EXPORTS

According to a Viet Nam exporting agency, Viet Nam earned US\$712 million from wood product exports in the first six months of 2005, equal to 50.8 percent of the yearly plan or a 44.7 percent year-on-year rise. Viet Nam’s wood products are primarily exported to the United States and European Union. This year, the country aims to earn US\$1.5 billion from wood product exports. The industry has been growing at a rate of 70 percent since 2000, and its export turnover rose to more than US\$1 billion in 2004 from US\$202.8 million in 1999. More than 1,200 wood

processing plants are operating in the country, capable of processing 2 million cubic meters of wood per year. Source: *Forest Products Journal*, October 2005.

WHAT IF ... CHINESE STATE-OWNED COMPANIES STARTED BUYING U.S. FOREST PRODUCTS COMPANIES, OR US TIMBER LANDS? IT MIGHT NOT BE TOO FAR-FETCHED.

By David Price

China; that vast country of 1.2 billion people is short of fiber, high quality pulp, paper, packaging and tissue grades. Growing domestic production cannot satisfy consumption and massive imports of everything keep rising. So why not go out and buy the best around and send it back to the folks at home?

In August, the Chinese National Offshore Oil Corporation (CNOOC) failed in its \$18.5 billion bid for California’s Unocal. U.S. political pressure forced CNOOC to withdraw and Unocal accepted a lower bid from domestic rival Chevron.

There have been a string of bids by Chinese firms for U.S. companies. In July, Haier pulled out of a bid for Maytag after Whirlpool bid more. And China Minmetals failed in its \$7 billion bid for Canada’s Noranda.

China’s determination to buy something in North America is obvious, and ultimately, unstoppable. Its main target is the oil and gas section in order to achieve energy security. But is it too much to predict that parts of the U.S. paper industry and its forests may be destined for China’s shopping basket?

Some U.S. paper companies desperately need funds to modernize. But very few people are interested in providing those funds. The big suppliers like Metso and Voith are looking elsewhere for their profits – to South America, Asia and Russia. So are paper companies like Stora Enso, M-real and UPM. U.S. companies may be cheap to buy, but the domestic investment required to modernize them isn’t there.

Large chunks of the U.S. West Coast’s export network of recycled paper are owned, essentially, by Chinese/American firms. So it’s a logical next step to buy into a mature but cash-strapped U.S. papermaker of printing and writing papers, tissue or packaging, and export all the production across the Pacific to Chinese ports.

In similar fashion, China’s need for fiber also makes U.S. forests attractive. Many U.S. paper companies have removed their forests from the bottom line and either sold or leased them to private owners. The latter care about money and might willingly sell to Chinese buyers.

The dilemma for a struggling U.S. papermaker is a dismal one. The options are usually to downsize, merge or close. The effects can be devastating for rural communities, extended families and infrastructure. But what if China-based manufacturers come shopping for U.S. mills, with promises of capital investment and the possibility of increased production in order to satisfy a growing Chinese market? Jobs become secure and employees remain in their communities, while the mill and its forests benefit from an infusion of foreign investment dollars.

It seems simple, but it won’t be. First, the U.S. government would certainly object to such investment – there will be conflict between the anti-China groups in Washington and the pro-China business lobby. And, which way would the AF&PA lean? If it thinks Chinese investment could revive a struggling mill or forests in Alabama and be a good thing, would it say so to Washington? If the U.S. blocks Chinese investment would U.S. business interests be damaged in China and elsewhere? It’s a nightmare for any executive or politician who relies on the good will of his supporters.

Industry analysts have told me it would be simpler and cheaper for China to continue to reform and modernize its own domestic production by installing more, big, new machines. But in my view, this will not be enough to satisfy a growing demand that will outrun any prediction I have read.

China’s huge demand for fiber has already locked in every major fiber source in the region, such as Russia, Indonesia, South East Asia (Malaysia, Thailand, Vietnam, Cambodia, etc.), USA, Canada, and every Pacific island that has serious forests, such as Papua New Guinea or the Solomon islands.

By 2010 Chinese production is predicted to reach 62.4 million tons per year (TPY). However, demand will rise to 68.5 million tpy, according to Jaakko Poyry. So can the Pacific fiber suppliers feed China’s insatiable appetite? It depends on how rapidly Chinese demand for virgin fiber will rise and how efficiently China’s suppliers can fill that need.

UK consultants Hawkins Wright estimate that through 2008 the world demand for market pulp will reach 51 million tpy, of which China will account for 50%. With these numbers I think that virgin fiber procurement will become a strategic necessity for China – its needs for fiber security, similar to that of its oil and gas needs.

In a nutshell, this is my take on what will happen. Because the U.S. has abundant wastepaper, extensive privately-owned forests and many pulp and paper companies which are, right now, relatively cheap to buy, Chinese state trading companies will, discreetly and steadily, buy into these sectors.

At first this strategy will be hard to spot as the Chinese will try to minimize the political fallout. But by 2010, forest products could become a major trade row between the U.S. and China.

Source: *PaperAge*, September/October 2005.

David Price can be contacted by email at: DPrice1439aol.com

Bangor, Maine - Prentiss & Carlisle, an 80-year-old forest management firm, announced on September 30, 2005 its acquisition of George Banzhaf & Company (GB&CO), one of the oldest forest resource consulting Companies in the United States.

According to Donald P. White, president of Prentiss & Carlisle (P&C), the acquisition adds nearly 300,000 acres of northern Michigan timberland to the 1,090,000 acres in Maine currently managed by P&C. It also adds the GB&CO consulting and appraisal business – directed by George Banzhaf & Company President Samuel J. Radcliffe – to the P&C team.

“Prentiss & Carlisle is as vertically integrated a company as there is in this business,” said White, “but the capability to provide our clients with certified appraisals was the one piece we were missing. Now it will become a highlight of our service portfolio.

“On the other side, we bring the talents of 60 professional employees, including 15 licensed foresters, to Banzhaf clients. This merger expands the geographical range and the skill sets of both companies.”

According to Radcliffe, the acquisition affirms a strong belief held by both George Banzhaf and his son Bill - - that success should be measured by how well a

company serves its clients and provides for its employees.

“George Banzhaf & Company has been a venerable name in the forestry consulting industry for decades,” said Radcliffe. “Although in one sense this is the end of an era, the acquisition of GB & CO by such a strong organization as Prentiss & Carlisle brings a secure future to our employees and a broader mix of consulting and land management talent to our clients. It also creates exciting challenges for me personally, and I look forward to joining the P&C team.”

Radcliff, now a vice president of P&C, will oversee P&C’s Lake States operations, making Prentiss & Carlisle one of the few multiregional management firms in the country. He will also lead the development of an expanded consulting and valuation team.

“Prentiss & Carlisle now has the ability to service long-term management contracts in both the Midwest and Northeast, and we will be better able to provide appraisal and due-diligence consulting on a national scale,” said White.

“To acquire a renowned firm like George Banzhaf & Company – a firm with an established reputation for excellence, a very similar corporate culture, and a staff with complementary skills and a work ethic that rivals ours at Prentiss & Carlisle – is just the opportunity we were seeking,” said White. “We are dedicated to growing the appraisal side of our business and to providing the high level of service we’ve become known for in all areas of forest management and consulting.”

About Prentiss and Carlisle

Founded in 1924, Prentiss & Carlisle provides an integrated array of strategic, administrative, and operational forest management services tailored to meet its clients’ diverse objectives – from aesthetics to optimum rate of return on investment – while practicing responsible forest stewardship. Core capabilities include forest planning and management; woodlot services; wood products marketing; harvesting and transportation of timber; road and bridge building and maintenance; and consulting, valuation and accounting services. More information is available at www.prentissandcarlisle.com.

About George Banzhaf & Company

Also founded in 1924 as Banzhaf & Watson and incorporated as George Banzhaf & Company in 1939, the firm provided consulting services related to the measurement, valuation, and management

of forest resources. During its 81-year history, GB&C provided state-of-the-art advice, analyses, and technical services to policy-level decision makers in the public, private, non-profit, and institutional sectors of the forest products industry.

Source: *Forest Resource Management and Timberland Services*, September 2005

PAPERMAKER TO ADD UP TO 350 JOBS

DePere, Oconto Falls, Wisconsin mills to get new machines.

DePere – A local businessman with longtime ties to the paper industry said recently that he will build four paper machines in Brown and Oconto counties and create up to 350 jobs.

Ronald Van Den Heuvel, president of Tissue Products Technology Corp., said two machines will be built at Oconto Falls Tissue Inc. and two at Eco Fibre Inc., 500 Fortune Avenue, DePere. Both companies are owned by Tissue Products Technology.

Van Den Heuvel said \$150 million will be invested in DePere and \$100 million in Oconto Falls.

“There are good things happening in the tissue market. We’ve got some people willing to put capital into the economy in our area because of the good workers,” Van Den Heuvel said.

The machines, plus three to be built in an unidentified Western state, will make tissue products for other paper companies.

“We are unique in the industry in that we provide many outsourcing services to tissue companies and do not compete for sales in their markets,” Van Den Heuvel said. “Our company has made over 350 different branded grades for the 15 largest companies.”

He said agreements have been secured for each of the seven machines.

“It’s easier to outsource when you are putting in new machines,” Van Den Heuvel said. “We probably won’t be in trouble (because of aging technology) for 15 years.”

He said the addition of the paper machines and related converting operations could result in up to 350 new jobs.

“They will be comparable jobs to the jobs that are being let go by Georgia-Pacific,” he said.

Georgia-Pacific this year cut 418 jobs from its Broadway and Day Street operations. Many of the cuts were because fewer people are needed to operate upgraded equipment.

Work on the new paper machines will begin in spring and take about two years to complete.

Van Den Heuvel said the machines will be built by Spirit Construction Company Services and Vos Electric Inc. He is an owner and director of sales for each company. He said they are working on the new paper machine being built for Procter & Gamble Company in Green Bay.

Oconto Falls Tissue already has two paper machines. Echo Fibre currently does de-inking of waste paper and does not have paper machines.

The two companies have 260 employees.

Van Den Heuvel said environmental permits have been issued for the Wisconsin machines. The Western state has not announced because those permits have not been issued.

Van Den Heuvel indicated he could have made these investments earlier, but was ensnared in the collapse of Enron Inc. Enron was an investor in the Oconto Falls Tissue operation. He said Enron inflated its \$10 million investment there to \$41 million, which is what the bankruptcy trustee tried to extract from the company. A New York bankruptcy judge ruled in favor of Van Den Heuvel in February, releasing him from further liability, he said.

"It took me 31 months to dig out. It's been a survival issue," he said.

Van Den Heuvel said his is the third generation of his family to be in the paper industry. His grandfather and father both worked at Fort Howard, which is now the Georgia-Pacific mill.

Van Den Heuvel is also an investor in Nature's Way Tissue Corp., a Native American-owned paper company whose owners include the Oneida Tribe of Indians.

"I love this town too much not to keep making jobs here," Van Den Heuvel said. Source: By Richard Ryman, December 2005

WAUSAU PAPER IDLES NO. 3 PM AT BROKAW

Wausau Paper temporarily idled one of four machines at its 177,000-tpy Brokaw, Wisconsin specialty uncoated freesheet mill. The 50,000-tpy No. 3 machine is not expected to resume operation before the end of the seasonally slow winter period, chairman and CEO Thomas Howatt said in a company conference call.

The machine, described by Howatt as the "highest cost in the company," was down for nearly a month last quarter. The Brokaw mill specializes in cover and text grades, with emphasis on color products, but the high-cost No. 3 machine mostly produced more commodity type multi-purpose imaging and offset grades, according to a company executive.

As previously announced, the 100,000-tpy integrated sulfite pulp mill was shut down at Brokaw in mid-December.

Howatt said the 90,000-tpy machine at the company's recently acquired Brainerd, Minnesota mill is operating at "target efficiency" producing new premium products, such as a new "Exact Ice" high brightness opaque grade. But the machine took four days downtime in the third quarter due to market conditions.

The uncoated freesheet market has performed "worse than expected" this year with shipments down 4%, he noted. He said the situation in the offset and white opaque market has been aggravated by the industry shift to higher brightness standards. This had caused a buildup of excess inventory and a "great volume of product shunted to the market," which has held down pricing.

Source: *Pulp and Paper*, December 2005

BRING ON THE ROLLS Procter & Gamble Expands in Green Bay, Wisconsin
The "quicker picker upper" will be produced on a new machine soon.

Procter & Gamble (P&G) is investing in a new paper machine that will make Bounty towels and Charmin tissue. The equipment will be housed in a new 103,000-square-foot facility at P&G's Eastman Avenue in Green Bay.

This is P&G's first new machine in Green Bay in 35 years. And, it's the first new paper machine statewide in 11 years.

Major Investment

P&G is expected to have a record level of investment as the project site over the next two years.

A \$3.4 million incentive package from the state will help with equipment acquisition, infrastructure improvements and employee training.

Regulatory Changes Make a Difference
Business-friendly regulatory changes contributed to P&G's decision to renew its investment in the local economy, according to Gary Delveaux, Manager of Business & Community Development at Wisconsin Public Service.

Recent developments that have improved the Wisconsin business climate include:

- . streamlined permit approved process
- . the single-factor sales tax, which allows firms to pay taxes only on in-state sales (*rather than the previous formula that included in-and-out-of-state sales, total property and payroll*)
- . an exemption from paying sales tax on fuel and electricity used in manufacturing

For More Information

Learn more about the tax advantages available to Wisconsin businesses at forwardwi.com

Source: *Wisconsin Public Service Commission*, Fall 2005

AF&PA PUSHES TO ELIMINATE TIMBER TARIFFS WORLDWIDE

By J. W. Dysart

A plan that would eliminate timber tariffs worldwide is being pushed by the American Forest & Paper Association, which sees the move as a boom to both developing and developed nations. "For a developing country, having a strong manufacturing industry like wood and paper can jump-start the entire economy," says W. Henson Moore, AF&PA CEO. "That is one of the reasons we are so pleased to have a developing nation like Thailand signed on to the proposal."

Dubbed the Tariff Liberalization in the Forest Product Sector, the proposal was submitted to the World Trade Organization (WTO) by a number of nations, including the United States, Canada, Hong Kong, New Zealand and Thailand. The international trade group was slated to consider the reductions in December when the WTO ministerial meets in Hong Kong.

"A forest products sectoral agreement in Hong Kong would be a great step for the U.S. and other nations," Moore said. "Lower tariffs lead to more trade and more business. Our task is now to work in tandem with our government and counterpart forest products industries to support a forest products sectoral agreement."

According to figures released by advocates of the plan, the forest products industry represents one of the world's largest industrial sectors, with reported annual sales of \$950 billion (U.S. funds) and a gross value-added estimate of about \$354 billion (U.S. funds). International trade in forest products is valued at about \$200 billion (U.S. funds) and has quadrupled over the past 30 years.

Specific forest products that would enjoy a free pass in international trade under the agreement include wood and articles of wood; wood charcoal; pulp of wood or of other fibrous cellulosic material; and waste and scraps of paper or paperboard. Other products would include articles of paper, pulp, paper or paperboard; printed books, newspapers, pictures and other products of the printing industry; manuscripts, typescripts and plans; and products made of wood, such as certain furniture items and prefabricated buildings.

WTO members have been negotiating for tariff reductions for a number of years, and have been trying to work out an across-the-board formula that would enable all WTO nations to benefit from tariff reductions, according to Moore. Indeed, eight members of the WTO have already signed a tariff reduction agreement on pulp, paper and paper products.

The latest proposal goes a step further, calling for the complete elimination of tariffs on both wood and paper products among WTO trading partners. Such a plan offers myriad benefits, Moore said, including lower costs for end users and consumers; increased share of world production and exports by developing nations; and increased value for forests.

Moore also predicts that the plan will lead to better, more sustainable long-term planning for forest use and better environmental performance by the forest products industry.

Plan advocates also say that tariff elimination would solve the tariff escalation problem rampant in the timber industry, where levies on forest products at advanced levels of processing often run as high as 20 percent. Currently, the average applied tariff on forest products for WTO members is 11 percent, and the average bound rate is 36 percent, according to the nations pushing for tariff elimination.

Specific figures released by the countries advocating the proposal also show that developing countries could increase their share of world production of paper and paperboard from 33.7 percent in 2003 to 39.2 percent in 2009. That level would also greatly exceed anticipated rates in the traditional producing regions of North America and Western Europe, where global exports have grown by more than 24 percent since 1998.

Advocates say the anticipated production jump for developing

countries would build on an already established trend that points to steady growth in timber profits for developing countries. "In 2002 developing countries represented 12 of the world's top 20 exporters of wood products," plan advocates say. "Their dominant position in the trade of a number of specific product categories makes them well-placed to capitalize on new opportunities."

Specifically, forest products exports from seven geographically dispersed countries – Brazil, China, Chile, Indonesia, Malaysia, South Africa and Thailand – have increased by 47 percent since 1998, according to plan advocates. "The growth experienced by these countries and others illustrates the changing nature of trade in the forest products industry." Plan advocates say. "Liberalization in the forest products sector would increase Market access and offer WTO members an opportunity to enhance their competitiveness by lowering input costs and by setting the state for increased investment in forest products processing industries."

Tariff elimination advocates also predict their plan will lead to more environmentally sensitive decisions about forests. "At a time when the world is increasingly concerned about the sustainability of its natural resources, trade barriers on forest products have the effect of distorting harvesting decisions and the flow of investment capital," plan advocates say. "Tariff liberalization would increase forests' intrinsic value and foster long-term planning focused on sustainability, providing substantial commercial social and environmental benefits."

Within the proposal, proponents do allow for special and differential treatment for developing countries. "Flexibility could be provided in a variety of ways, taking into account the size and export competitiveness of the members' forest products industries," plan advocates say.

Possible options might include varied implementation periods to accommodate different needs and the ability for some members to continue to levy reduced tariffs, and limited product exemptions, according to plan advocates. "Lowering trade barriers across the globe in our sector is essential to increasing economic efficiencies and improving U.S. companies' ability to compete globally," Moore said.

All told, the forest products industry employs more than 13 million people in nearly 200 nations and is seen as an

economic engine and vital part of the global environmental and social fabric, according to plan advocates. "Forest products are derived from one of the world's few renewable resources and supply the base material for significant number of other key world industries," they say.

Source: *Forest Products Equipment*, December 2005

Electrical Hazards in the Workplace **By Lee Schauman, FISTA**

As loggers, we are engaged in one of the most dangerous occupations in the United States. We are constantly exposing ourselves to hazards in the workplace that can potentially cause serious or fatal injuries. Through safety training and awareness, we can learn to recognize and avoid many of the hazards associated with our business. We can reduce or sometimes eliminate those exposures that may get us in trouble.

One of the most dangerous and often overlooked hazards is the exposure to electrical hazards. Those obviously include overhead power lines, but can also include other electrical exposure such as underground lines and above ground connections or transformer stations. So what can we do to avoid electrical hazards and resulting injuries on our jobsite? Following is a partial list of preventative measures we can take:

- Survey your job site and locate all electrical hazards.
- Identify hazards with marking (such as flagging or paint) If possible make other crew members aware of hazard locations
- Survey the situation and make appropriate choices. Do not take chances around power lines. Avoid them if possible. If you are a hand cutter or harvester operator, stay at least two to three tree lengths away from power lines.
- Try to create skid trails that avoid close proximity to power lines. Forwarder operators and harvester operators are especially vulnerable to contact with overhead lines because of the height and length of the booms.
- If it is necessary to skid under power lines, know your clearances (10 feet or more) and put warning signs up to remind yourself or other operators of the hazard.
- If harvesting must be done around power lines, contact your local power company to de-energize the line and drop lines BEFORE you begin and until harvesting is complete.

--Use a spotter. For equipment operator, visibility is limited. Certain weather conditions and light conditions can make it even harder to judge the distance from a power line. If possible, when working near power lines, ask a fellow employee to spot you.

If inadvertent contact is made with the electrical source, please keep the following guidelines in mind:

--Never try to remove a tree that has fallen onto a power line. Wood conducts electricity very efficiently and shock will occur if you attempt to cut the tree or pull it down with equipment or by hand. Again, contact your power company to de-energize the line before attempting to remove the tree.

--If you have contacted a power source with a piece of equipment and have not been injured, your best choice is to stay inside the machine and try to get help either by notifying a fellow employee or using your cell phone.

--if the machine is still operable, try to break the contact by moving from the electrical source.

--if you must leave the machine because of some other hazards, such as fire, jump clear of the machine trying to keep your feet close together as you land. DO NOT CLIMB DOWN OUT OF THE MACHINE AND TOUCH THE MACHINE WHILE CONTACTING THE GROUND. You will provide a path to the ground and will certainly injure yourself.

--Once you are out of the machine, keep both of your feet on the ground. Shuffle away from the area without lifting your feet; do not walk or run. Remember, when a machine is in contact with an energized power line, the ground around the machine is electrically charged in a relatively large area. Simply getting out of the machine does not mean you are out of danger. Allowing your feet to separate will create a path through one foot and out the other which will result in injury.

The guidelines above are just a few of the many ways we can protect ourselves from electrical hazards. Contact your local power company for more emergency electrical situations. Most importantly, identify hazards prior to starting the job will help you avoid emergencies later. Visit FISTA on the web at

www.fistausa.org.

Source: December 2005 TPA Magazine

WILL LUMBER STAIN IN THE WINTER MONTHS? By Richard A. Hale, Forest Products Consultant, Wood

Technologist, 17 Peters Street, Orono, Maine 04473.

The answer to this question can be a very expensive "yes." The author's experience is limited to blue stain in eastern white pine, but the same basics of humidity and temperature apply to stains and molds affecting other species. The spores which cause blue stain are in the air everywhere. When they land on the surface of green lumber they will start to grow, given the proper conditions of temperature and humidity. Under ideal growth conditions – high humidity and 70 to 80 degree F – stain can penetrate the full thickness of 1-inch lumber overnight! The method of control is either drying the surface very rapidly to prevent the growth or sterilizing the surface with a fungicide by dipping or spraying.

Generally, lumber sawn during the winter in the northeast and stickered for drying will dry bright and stain-free. Periodic thaws where the ambient temperature may rise into the 40's and 50's for several days or more may occur several times during the winter in some areas. With average temperatures as indicated, it is apparently possible for small areas to

Warm to the point where blue stain will start to grow to the extent that it becomes a problem. This condition was found in a yard with the piles aligned east and west so that one side of the piles was shaded all day. Air circulation in the yard was restricted by nearby buildings. Sufficient blue stain growth was found to cause a problem as the stock had to be stain-free. The humidity of the ambient air was high and the stock was thick, with moisture condensing on the surface at some time during the day. Subsequently, the yard layout was oriented north and south, and piling foundations and practices improved, thus apparently eliminating the stain growing conditions.

In investigating the problem, stain in the winter was found to be more than an occasional occurrence. In another case, a mill in northeastern Maine had a major problem with several hundred thousand board feet of select pine. This was sawn in November, solid piled, and out in the yard for sticking at a later date. Most of the lumber in the interior of the piles was found to be badly blue stained when it was finally stickered. The author had a similar problem on a single pile in his own yard years ago. We can only theorize as to the reason for this phenomenon. In all probability the logs were not frozen when

sawn, but wood temperature was probably 30 to 40 degrees F – well under the growth optimum temperatures for blue stain. The most logical explanation for the temperature to rise to the point that stain could grow is spontaneous heating within the package. When sawdust or chips are piled, there is a considerable amount of heat generated internally due to a combination of the continuation of life processes within the wood and other biological action. Temperatures within a chip pile may go to 160 degrees F or higher. With little chance for the heat to dissipate from within the package, a moderate amount of temperature rise could take place and allow stain to grow.

Although the two cases may be anomalies, they do illustrate one basic rule: Stain problems do not disappear with the onset of cold weather. Stain will grow, given the slightest chance. Many customers today will not accept any stain in lumber, even when grade rules allow it. It is not a matter of degrading a Select board down to Common by a factor of 5, it is degrading it all the way down to a reject. This article is reprinted from the *Wood Drying News Digest*, May 1993.

PLUM CREEK CONTRIBUTED MORE THAN \$61,000 TO COMMUNITY ORGANIZATIONS IN WISCONSIN DURING 2005

Tomahawk, Wisconsin – Plum Creek provided \$61,275 in financial support to 18 community organizations across Wisconsin in 2005. The Plum Creek Foundation granted \$51,275 to non-profit programs. The company also provided \$10,200 in financial support to local organizations through non-foundation sources and matched individual employee contributions and volunteer hours to local, qualified non-profit organizations with additional funds.

"Being part of our communities through financial and employee volunteer support is an integral part of Plum Creek's business," said Lynn Wilson, Plum Creek's Wisconsin senior resource manager. "We were proud to provide contributions to many wonderful organizations in Wisconsin in 2005 and look forward to working with more community partners in 2006."

The company distributed grants to a broad range of organizations in 2005 to support education, the arts and a variety of other important causes.

The mission of the Plum Creek Foundation is to provide philanthropic

contributions to support and improve the general welfare and quality of life in the communities that Plum Creek serves. The Foundation Board meets quarterly to review applications submitted from organizations in the company's operating communities. Visit the Community Involvement page on our website at www.plumcreek.com to download an application.

Plum Creek is one of the largest land and timber owners in the nation, with more than 8 million acres of timberlands in major timber producing regions of the United States and 10 wood products manufacturing facilities in the Northwest. Plum Creek owns and manages more than 500,000 acres of timberland in Wisconsin.

Publications

Video Documentary – “The American Chestnut” 31 minutes available for sale. \$19.95 plus handling and shipping. Write CHESTNUT, P.O. Box 546, New Glarus, Wisconsin 53574

Coming Events

Hardwood Plywood & Veneer Association presents its Hardwood Plywood Grading & Sales Workshop – Building Knowledge and Skill Leads to Better Profits on Tuesday, March 21, 2006 at the Holiday Inn Newark Airport in Newark, NJ. This course is also being offered on Wednesday, May 24th, at the Holiday Inn at the Plaza in Kansas City, MO. Contact: (703) 435-2900 ask for Ketti if you have questions or comments or visit HPVA's web site at www.hpva.org.

26th Logger Conference March 29, 30 and 31, 2006, Telemark Resort, Cable, Wisconsin. For more information contact: Timber Producers Association of MI & WI, P.O. Box 1278, Rhinelander, Wisconsin 54501 (715) 282-5828.

Hardwood Plywood & Veneer Association's spring convention is in Myrtle Beach, SC at the Myrtle Beach Marriott Resort on April 23-25, 2006. Contact (703) 435-2900 or visit HPVA's web site at www.hpva.org.

Hardwood Training Opportunities, Purdue University 2006.

Hardwood Log, Lumber and Tree Grading Workshop – Purdue Davis Farm – March 23-24

Hardwood Lumber Grading and Manufacturing Workshop – Jasper, IN April 12

Is Mass Customization Right for your Company? Jasper, IN April 13

Wood Manusfacuting Seminar – Jasper, IN April 13

Sales Techniques and Product Knowledge for the Hardwood Lumber Industry – West Lafayette, IN – May 3-4

For more information on the Purdue University Training contact Daniel Cassens, Purdue University, 765-494-3644 EMAIL: dcassens@pru.due.edu Website: <http://www.agriculture.purdue.edu/fnr/woodresearch/index.html>

2006 Lake States Lumber Association Educational Opportunities.

Secondary Manufacturing Equipment Setup and Maintenance (at Fox Valley Tech) April 4th, 2006 Fox Valley Tech

This course will examine basic setup and maintenance of wood product manufacturing machine centers, such as planers, moulders, CNC, etc. Representatives from machinery manufacturers will explain the latest advances and options in equipment. Maximum class size about 25. For additional information onn the session contact Terry Mace, WI DNR (608) 231-9333 and for registration and costs information please contact LSLA at 906-774-6767.

Is Tie Production Right for My Mill? May 2nd 2006 UWSP Wood Lab

Are you making more money in sawing that log strictly to lumber? Or would it be better to saw a tie? This course will show you how to determine the correct answer to that question specifically for the circumstances in your mill, with your markets and equipment (and how to recalculate it in the future as markets may change). Simple methods of determining profitability that will quickly give you ballpark answers will be explained, along with more detailed calculations. Tie grading will be discussed, both in the classroom and “hands-on” in grading ties, showing specifically what kinds of defect are not acceptable and what can be in the tie. For additional information onn the session contact Bob Govett, UW Stevens

Point (715) 346-4212 and for registration and costs information please contact LSLA at 906-774-6767.

Wood Fueled Boiler - Could It Save You Money? July 11th 2006 UWSP Wood Lab

This course will examine the basics of the pre-feasibility financial planning for replacing an existing boiler with a wood-fueled boiler. Course will focus on key considerations and how to determine potential gross and net savings associated with reduced fuel costs. Participants will leave with computer spreadsheets they can use for such basis analyses and with training in how to use them. Also if they desire, they can bring their basic information and preliminary analyses can be run during the short-course. For additional information on the session contact Bob Govett, UW Stevens Point (715) 346-4212 and for registration and costs information please contact LSLA at 906-774-6767.

Lean Manufacturing Workshop July 25th 2006 UWSP Wood Lab

This workshop will help wood products businesses identify target opportunity areas in their company for lean manufacturing, provide a guide for the implementation of “lean systems” and direct the organization toward a philosophy of continuous improvement needed for today's increasing business competition. For additional information on these workshops contact Brian Brashaw, University of Minnesota NRRI (218) 720-4248 and for registration and costs information please contact LSLA at 906-774-6767.

Sawmill or Dry Kiln Startup and Expansion - Could It Be Profitable? Date chance to September 13 from June 6th 2006 UWSP Wood Lab

This course will examine the basics of the pre-feasibility financial planning for a sawmill or kiln operation startup (or expansion). Course will focus on what you need to seriously consider before developing the business plan. Participants will leave with computer spreadsheets they can use for such analyses and with training in how to use them. Lenders consider this kind of analysis to be important when considering financing. Participants will have the opportunity to tailor their financial plan spreadsheets with follow-up one-on-one meetings. For additional information onn the session Bob Govett, UW Stevens Point (715) 346-4212 and for

registration and costs information please contact LSLA at 906-774-6767.

**Is it Profitable to Saw This Log?
And Identifying and Correcting
Problems in Your Sawmill to Increase
Profitability Date Change to September
14th from June 7th 2006 UWSP Wood
Lab**

Are you making or losing money in sawing that log? This course will demonstrate how to determine what you can afford (or cannot afford) to pay for logs of various species and grades and how to determine your profit or loss per MBF, for logs of any specific and grade. This course will also demonstrate tools and techniques used in sawmill troubleshooting and production process improvement. For additional information on the session contact Bob Govett, UW Stevens Point (715) 346-4212 and for registration and costs information please contact LSLA at 906-774-6767.

**Techniques for Drying today's
Hardwood Lumber September 19th 2006
Kretz Lumber Company, Antigo**

Fred Lamb of Virginia Tech will be offering his advanced kiln course targeted at those who want to sharpen their drying skills. Participants are encouraged to bring plenty of questions because Fred wants to learn about your current drying issues, so he can discuss solutions that will improve your lumber quality and your bottom dollar. For additional information contact Scott Bowe, UW Madison (608) 265-5849 and for registration and cost information please contact LSLA at 906-774-6767.

FOR SALE

Timber and Forest Products

Surplus log home materials: 2x6x8' shiplap siding; 2x8x8' shiplap siding, faux corners; 6x8xRL t&g logs. Contact Bob (610) 621-2893 ramco@comcast.net

The most prized and rare hardwood lumber in the United States of America. Approximately 1,000 bd.ft 4/4 #2 com and btr American chestnut lumber. AD rough RW X 8'. Small quantity 5/4 and 8/4. Sawn from sound live timber, Approximately 65% uppers, 35% common. For information: write CHESTNUT, P.O. Box 546, New Glarus, Wisconsin 53574

Plywood, OSB, particleboard, and/or MDF cut to size or shape according to your specifications. From high-end uses like furniture and architectural to lower grades suitable for boxes or pallet docks. Plywood blocks for pallets are also available. Contact Joe Campbell, Steel City Lumber Company, P.O. Box 36189, Birmingham, AL 35236 (800) 733-1907, Fax (205) 733-1709 e-mail joecampbell@bellsouth.net

Cedar lumber cants, tops, paneling, fencing. 4x8x8, 6x6x8 or cut in dimensions you need, excellent cedar and good prices. Leave message – Billy Imhof, County Road 8, Little Fork, Minnesota 56653 (218) 278-4417 or (218) 278-6267

Dowels, rods, poles, 3/4" to 2-1/2" diameter, lengths up to 16 ft. long with no splicing. Can splice poles longer. Ideal for tool handle replacements. We also make factory cart truck stakes, and replacement parts. Wheelbarrow handles, core plugs, rewinding plugs, plywood shipping circles, pry bars, lifting sticks, paddles, many types of wood plugs, cutting sticks plus many types of custom made wood products, made to customer's specifications. For a quote contact Mark Slade at Mark Slade Manufacturing, 110 South Mill Street, Seymour, Wisconsin 54165-1250 or call (920) 833-6557 or e-mail DRHANDLES@NEW.RR.COM

Custom moldings to 9" – over 200 patterns. I match old moldings. Many species available. Also custom kiln drying. Contact Gene Holte – Specialty Hardwoods, E 1599 South 560th Avenue Menomonie, Wisconsin 54751 (715) 235-0365, Fax (715) 235-0333

Many balsam and red pine 1' – 2' for planting \$1 to \$2 each; 8" – 10" red pine for cabin logs; J.D. 420 wheel tractor (collector) \$4,000; Clarke forklift, gas engine overhauled older but very good \$4,000; old slotted planer knives, many \$2 to \$4 per inch. Contact Jack Thompson, 9810 South Thompson Road, Foxboro, Wisconsin 54836 (715) 399-2783.

50,000 BF 4/4 white oak, KD, rough trims length 1' and 2' only. Price \$350 per M FOB mill Columbus rate. Contact W. Preston Germain, GERMAIN LUMBER COMPANY, INC. Pittsburgh, PA 15215 (412) 782-3240 FAX (412) 781-2551 germain@verizon.net

Equipment

4 head Diehl moulding machine model #DSC6, heads included/all electrical controls, good working condition 440 3 ph. \$5,000/offer. Contact Todd Williams, Hennepin Tech College, 13100 College View Drive, Eden Prairie, MN 55347 (952) 995-1476 FAX (952) 995-1382, E-mail - todd.williams@hennepintech.edu

Surplus Equipment – Midwest automation – contour edge bander; Roblan – 10' panel saw, SCMI – (21) spindle flip/flop line borer; 10 HP free standing dust collector; De-Walt – radial arm saw; industrial – single spindle shaper/feeder; centauro – hydraulic copy lathe; powermatic – single end tenoner. Will sell complete shop or partial. Contact Conrad Janik (716) 433-8427 phone and FAX after 10 AM.

Wood Shaving Mill – produce poultry bedding litter with a Jackson Wood Shaving Mill. We do complete plant layouts. Utilize low-grade logs and slabs to manufacture shaving. Contact Jackson Lumber Harvester Co., Inc., 830 North State Road 37, Mondovi, Wisconsin 54755 (715) 926-3816 FAX (715) 926-4545, Web: www.jacksonlbrharvester.com

Three bell 4a dowel machines with extra blades and setups up to 2-1/2" diameter. Plus large table saw, 30 blades, most are carbide tipped, 12" to 16" diameter. Contact Mark Slade at Mark Slade Manufacturing, 110 South Mill Street, Seymour, Wisconsin 54165-1250 or call (920) 833-6557 or e-mail DRHANDLES@NEW.RR.COM pictures available by e-mail.

Arasmith salvager hog; Brewer gang saws; Hempstead low sped grinder; Morbark stac-trac, late model; Morbark waste recycler; Norcot pavement grinder; Williams hog; Woodpower grinder; Prentice Mod 150 loader; Cornell cant sizer; Cornell double arbor gang; Cornell remote trim; Keystone stake pointers; Lauderdale Hamilton super chop; Newman chamfering machine; Newman KM-16; Pendu gang saws and complete systems; Pendu board stackers; Rip-jac over and under dismantler; Rogers un-nailer; Waechter band resaws; Wilson board unscrambler. We also sell on consignment and advertise nationally., if we don't have it we can find it for you. Call Bob (610) 621-2893 ramco@comcast.net

New Product! The LJM – Little Manual Mini Firewood Processor – Barneveld, New York – The Hud-Son Little Joe Manual (LJM) mini processor is a processor with splitter included that utilizes your current chainsaw, saving you the additional cost of a new chainsaw. Other features include a log loader that also functions as a deck for holding logs waiting to process. Also it has a lengthy infeed conveyor for log logs. The LJM will accept up to 20 inch diameter logs and comes standard with a 36" cutting bar. The LJM features a 24 ton splitter that is adjustable up to 25" length blocks. This unique auto cycle system allows you to speed up the process by setting the faster cycle time which translates into more production! The splitter, infeed conveyor, and chainsaw are all run from one central area for easy operation. The LJM is a fully portable with a 2" ball for easy towing and can easily be set up to use with a conveyor to speed up your production or load into truck. The Hud-Son Little Joe Manual Mini Processor keeps the handling of the wood and your costs to a minimum. Contact Hud-Son Forest Equipment, 8201 State Route 12, Barneveld, New York 13304. Phone (800) 765-2627, Visit us on the web at www.hud-son.com

Used parts for skidders, small crawlers, and excavators shipped daily – parts for CAT, JD, IHC, AC, MH, ATHEY, BANTAM/KOHERING, BOBCAT, CASE, CLARK, TIMBERJACK, DROTT, FRANKLIN, HEIN-WARNER, INSLEY, LEIBERR, MICHIGAN, MITSUBISHI, NEW HOLLAND, NEW PROCESS, PETTIBONE, TAYLOR TREE FARMER AND TROJAN. We also have ENGINES, TRANSMISSIONS AND TIRES. If we do not have it, we can try to find it with one of our parts locator systems that contact over 300 parts dealers nationwide. We are also interested in buying salvageable machines. Contact: Schaefer Enterprises of Wolf Lake, Inc., P.O. Box 136, 4535 State Route 3 North, Wolf Lake, Illinois 62998. Ask for Andy, Brad, Dick, Jim or Kevin if buying or ask for Jerry if selling. Call (800) 626-6046 or (618) 833-5498, FAX (618) 833-7765 or e-mail us at parts@sewlparts.com or visit our web site at www.sewlparts.com

DIXON – sawmills, edgers, conveyors, log turners, hydra-dogs, pallet notchers, debarkers, slab edgers, trimsaws, decks, rollcases, small hydraulic loaders and

trailers, trailers with loaders for 4 wheelers; CORNELL – blowers, edgers, trimmers, notchers, slabsaw, log cleaners, unscrambler, decks; VALBY – wood chippers; FARM – skidding winches (in stock); HITACHI – power tools and chains; PATZ – conveyors and belts; LACEY HARMER – laser lights; DANCO – rip saws; WEBSTER – vibrating conveyors; SAFE-T-SHELTERS – storm shelters; over 100 used electric motors and electrical equipment; used sawmill machinery; and bark processing equipment. Contact DIXON-RUSCH Co., 400 Rusch Road, Antigo, Wisconsin 54409, (715) 627-4361, FAX (715) 627-4375

Services

We have a Rayco Forestry Mower that shreds and mulches brush up to 4 - 5" diameter. Great for clearing dense brush such as buckthorn, willow thickets, honeysuckle, box-elder, and multi-flora rose. The most economical method for clearing brush. Visit our website at www.midwestprairies.com Midwest Prairies LLC, 10651 North Charley Bluff Road, Milton, Wisconsin 53563 (920) 723-0453 (608) 868-3169

Band pro filing and sawmill consulting – a Pacific hoe distributor troubleshooting expertise with 30 years experience – specializing in training of filing personal and all phases of line-ups in filing rooms and sawmill equipment. Also bandsaw repair work. "You have the problem, we have the solution." Contact Gib Falander, W7473 Reimer Road, Antigo, Wisconsin 54409 (715) 623-0710

DIXON-RUSCH CO., LLC, Antigo, Wisconsin is the manufacturer of the DIXON-line of Sawmill & Logging Equipment. We manufacture three different sizes of circular sawmills, two sizes of edgers. Our mills and edgers are made both stationary and portable. We also manufacture: log turners, belt and chain conveyors, rollcases, log turners, hydra-dogs, pallet notchers, slab edgers, debarkers, multiple saw trimmers, custom built decks, small and medium size hydraulic loaders, trailers. We have opportunities for dealers in other areas. Inquire DIXON-RUSCH CO., LLC, 400 Rusch Road, Antigo, Wisconsin 54409, (715) 627-4361.

CAT D333T power unit. 6 cyl. Turbo charged 177 HP, complete with radiator, governor, clutch and pulley – 1200 hours – top condition - \$10,000. Contact Bud Peters, Route 1, Box 130A, Mellen, Wisconsin 54546 (715) 274-2925

Majco log loaders from 9 ft to 12 ft reach with log trailer Farmi skidding winches from 25 HP to 80 HP. Tractors with 3 point hitch. Contact Arrowhead Wood & Forest Services, 1592 Olsonville Road, Carlton, Minnesota 55718 (218) 384-3325.

WANTED TO BUY

Timber and Forest Products

Hardwood cross ties and switch ties. Orders to place. T/L's 6" x 8" x 8' and 7" x 9" – 9'; 7" x 9" – 8'6" only – 65' gondolas. We can truck or we can load railcars – quick pay. Mixed hardwood timbers – all sizes; pallet cants – 3" x 6" and 4" x 6"; also orders to place for oak and mixed hardwood switch ties. 7" x 9" – 9'16' and 21', 22' and 23' truck or rail; also wanted 10 containers each per month of cherry sawlogs and hickory sawlogs. 2 sides clear and 1 side clear; C4S veneer logs, also C3S logs. Must be able to load 40' containers. Need walnut, cherry, red oak, white oak, ash, hard maple and poplar logs. Timber for log homes – advise what you now make. Also need walnut sawlogs wood's run in #1, #2, and #3 grades. Call me to arrange inspection. Contact W. Preston Germain, GERMAIN LUMBER COMPANY, Pittsburgh, PA., 15215 (412) 782-3240 FAX (412) 781-2551 germain@verizon.net

Equipment

Looking for woodmizer LT 30 or older LT 40 bandmill. Contact John Sandahl, W4147 County Road 366, Daggett, MI 49821 (906) 753-4783.

Log cabin tolling for Pendu saw, late model pallet manufacturing, wooden stake and shaving bagging equipment, we need a Wagner or Ro-Jo gang saw. Call Bob (610) 621-2893, ramco@juno.com

Log cabin tooling for Pendu saw, late model pallet manufacturing, wooden stake, and shavings bagging equipment, we need a Wagner or Ro-Jo gang saw. Call Bob (610) 621-2893 ramco@juno.com

Services

Contract custom planing – Schuylkill and adjacent counties, S4S capacity to 8 x 8 desired, but not necessary. Call Bob (610) 621-2893 ramco@comcast.net

Mills who can surface, drill – oak or mixed hardwoods, basic size: 3” x 6” – 10’. Also mills which can produce oak car decking, can surface, perhaps drill, sound tight knotted grade. 3” x 6” – 10’ or mix hardwoods if you can fabricate construction or industrial parts. Need drilled decking now. Call for print. Contact W. Preston Germain, GERMAIN LUMBER COMPANY, INC., Pittsburgh,

PA 15215 (412) 782-3240 FAX (412) 781-2551 germain@verizon.net

Employment

Cross tie buyers – may be retired person, call on mills near you. Quick pay mills. Take by truck or rail depending on area. Good incentive arrangement. Also man who can inspect logs before shipment. Need badly – various locations. Call COLLECT to Preston Germain to discuss (412) 782-3240

Lumber sales –wholesale, Weekes Forest Products is seeking a top performer with

3+ years of industrial lumber sales experience for our St. Paul, MN office. This opening offers a top compensation plan and fringe benefits. Light travel only. To apply for a position at our St. Paul office, call Ken Boehmer in complete confidence at (651) 644-9807, or (800) 328-2890, Fax resume (651) 644-9520; or e-mail kenb@weekesforest.com. Visit www.weekesforest.com for more information about Weekes Forest Products, Inc.

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The Wisconsin Department of Natural Resources reserves the right to edit all items included and accepts no responsibility for the accuracy of description or for the commercial integrity of the persons or firms making offers in this Bulletin.

If you wish to use the facilities of the Bulletin, forward a letter, post card or form on page 11 with detailed description of your "wanted" or "for sale" items. All forest products (stumpage, logs, pulpwood, posts, poles, trees and lumber, etc.) and services (custom sawing, custom kiln drying and tree planting, etc.) may be listed. Please be sure your full name, address (including zip code), telephone number accompany your listing, there is no cost for listing any items. If you want items repeated in the next issue, send in a written request. If you have comments about the Bulletin or have suggestions on its content, write to: Forest Products Specialist, 3911 Fish Hatchery Road, Fitchburg, WI 53711, phone (608) 231-9333 FAX (608) 275-3338.

DEADLINE FOR ITEMS TO BE LISTED IS THE 20TH OF: MARCH, JUNE, SEPTEMBER and DECEMBER.



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